

# Financial Highlights of the Year

2013: S\$18,183m

**S\$16,848m**

**OPERATING  
REVENUE**

Lower mobile revenue  
from Australia

2013: S\$5,200m

**S\$5,155m**

**EBITDA**

Stable amid adverse currency  
movements, with an improved cost  
structure and strong yield focus

2013: S\$3,508m

**S\$3,652m**

**NET PROFIT**

Strong performance  
from associates  
and consumer business

2013: S\$3,759m

**S\$3,391m**

**FREE CASH FLOW**

Declined on weaker Australian  
Dollar, higher taxes in Australia and  
working capital movements

2013: S\$3,611m

**S\$3,610m**

**UNDERLYING  
NET PROFIT**

Stable despite adverse  
currency movements

2013: S¢16.8

**S¢16.8**

**DIVIDEND PER SHARE**

74% of underlying net profit  
paid as dividends

2013: 11.8%

**11.6%**

**RETURN ON  
INVESTED CAPITAL**

Declined on higher taxes

2013: 14.8%

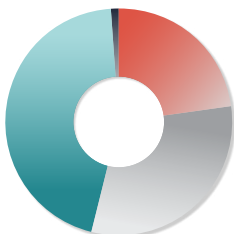
**15.3%**

**RETURN ON EQUITY**

Higher net profit

## PROPORTIONATE EBITDA

(%)



● SINGAPORE	24
● AUSTRALIA	30
● REGIONAL MOBILE ASSOCIATES	45
● OTHERS	1

## NET PROFIT

(\$M)

2014	3,652
2013	3,508

## UNDERLYING NET PROFIT

(\$M)

2014	3,610
2013	3,611

## NET PROFIT (CONSTANT CURRENCY)

(\$M)

2014	3,864
2013	3,508

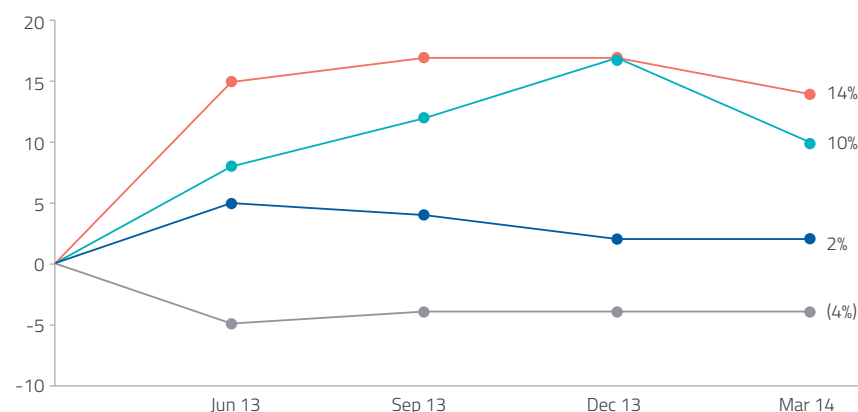
## UNDERLYING NET PROFIT (CONSTANT CURRENCY)

(\$M)

2014	3,825
2013	3,611

## SHARE PRICE

(%)



Between April 2013 and March 2014, the SingTel (SGX) share price gained 2% and the SingTel (ASX) share price gained 14%.

● SINGTEL (ASX)	14%
● MSCI <sup>1</sup>	10%
● SINGTEL (SGX)	2%
● STRAITS TIMES INDEX	(4%)

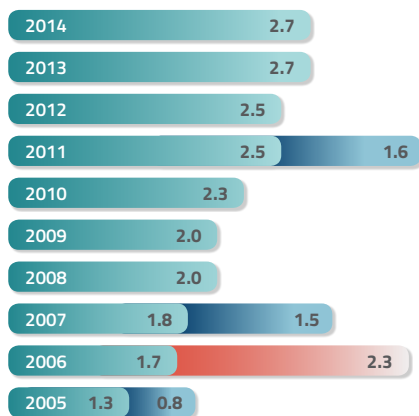
Source: Bloomberg

### Note:

<sup>1</sup> MSCI Asia Pacific Telecommunications Index.

## SHAREHOLDER PAYOUT

(\$B)



- ORDINARY DIVIDEND
- SPECIAL DIVIDEND
- CAPITAL REDUCTION

SingTel has a track record of generous shareholder returns.

Since May 2013, SingTel's dividend policy has been to pay between 60% and 75% of underlying net profit.

The Board has recommended a final ordinary dividend of 10.0 Singapore cents a share for the financial year ended 31 March 2014. Together with the interim dividend of 6.8 Singapore cents a share, the total ordinary dividend for the year is 16.8 Singapore cents a share, which represents a payout ratio of 74% of underlying earnings for the year.

# An Exciting Year

## Optus

expanded coverage and capacity, with the mobile network now covering **98.5%** of the Australian population

AIS launched

## 3G SERVICES

in May 2013. As at March 2014, its network covered 90% of the population

## SingTel 1st



in Singapore to provide mobile data speeds of up to **150 Mbps**

SingTel-led consortium completed **Southeast Asia-Japan Cable**, a new generation submarine cable system to strengthen regional connectivity



## Amobee acquired Gradient X

– a digital marketing platform for advertisers to bid for multiple ad channels in real-time



Telkomsel successfully completed **LTE trial** in Indonesia

SingTel and Optus signed a 5-year ICT contract with **ANZ** worth **A\$530 million**

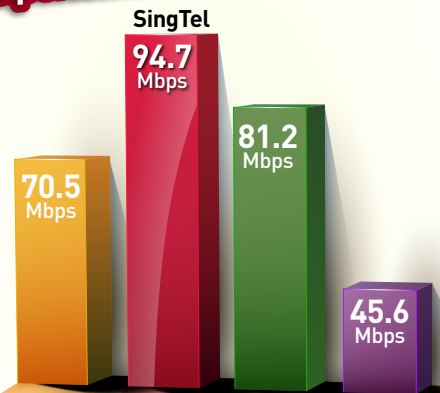


## Globe

completed Phase 1 of its network modernisation programme. Its 3G footprint reached 90% and 4G services commenced in the Philippines

Optus signed a **A\$60 million** 5-year ICT contract with **Virgin Australia**

**Fastest Fibre Broadband experience delivered.**



\*2013 IDA results on average international download speeds (US) for 100Mbps plans.



**SingTel** rallied a nation proud of its hawker food tradition and garnered 2.5 million votes for its favourite dishes



**Optus** re-energised its brand and reaffirmed its commitment to customers with a "Declaration of Yes!"

**OPTUS** yes

**Airtel** crossed the 200 million mobile customer milestone in India

### **HungryGoWhere**

Singapore's leading food portal expanded into Malaysia, and set a Guinness World Record for the longest line of nasi lemak

### **Optus**

tackled bill shock with tiered data and travel plans

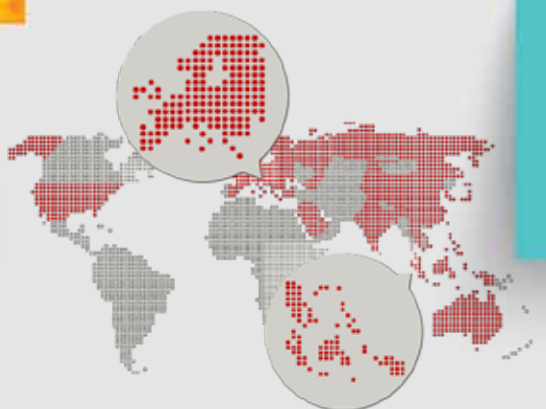


### **mio TV's**

1<sup>st</sup> original production gives an insider look into Hokkien culture

### **SingTel**

expanded unlimited data roaming to 52 countries and introduced Network Lock to protect customers from unintended charges



### **Airtel Africa**

offers 3G across 15 countries. Full-year mobile data revenue grew by **86%**

Secured the rights to bring the 2013/14–2015/16 Barclays Premier League and the 2014 FIFA World Cup Brazil™ to Singapore